

## Loomis

The world's cash flow expert, counts on Rimilia Cash and Collect.

Rimilia has virtually eliminated unapplied cash and overdue debt for Loomis.

### Company Overview

Loomis is best known for its iconic armoured pickup trucks that securely and reliably move cash between businesses and banks, but that's only one aspect of their business. This global enterprise has 24,000 employees in 400 offices around the world, offering a wide range of cash management products and services.

### The Barriers to Growth

While Loomis excelled at physically moving cash, their electronic cash application process was lengthy, cumbersome, and time-consuming. Manual application of remits took all day, which delayed productivity throughout the organization, from sales through to collections.

Because Loomis is a strategic supplier of cash, late payments indicate a high risk of non-recoverable debt, which makes it especially important for them to immediately follow up on past due accounts. Their previous collections system only produced a basic spreadsheet. It didn't factor in external debtor risk factors.

The organization also lacked real-time visibility of customer payments. Because credit controllers did not trust the aging reports, they repeatedly called the cash team to verify non-payment before making collections calls. The mistrust of system data slowed the collections process, created tension between the cash and collections teams, and added overhead.

[www.rimilia.com](http://www.rimilia.com)



"Rimilia Cash proved to be straightforward to implement and use. The levels of automation that Rimilia Cash is able to deliver in our receipt matching process is providing tangible benefits. It's to the point where we don't really think about cash application anymore. In addition, Rimilia Collect has had a profound impact on the way our credit controllers manage customer debt. The benefits delivered for the cost and effort involved in implementing and adopting the solution are unparalleled compared to many other finance system projects."

### Mark Beddoe

Head of Financial Systems  
and Transactional Services,  
Loomis UK

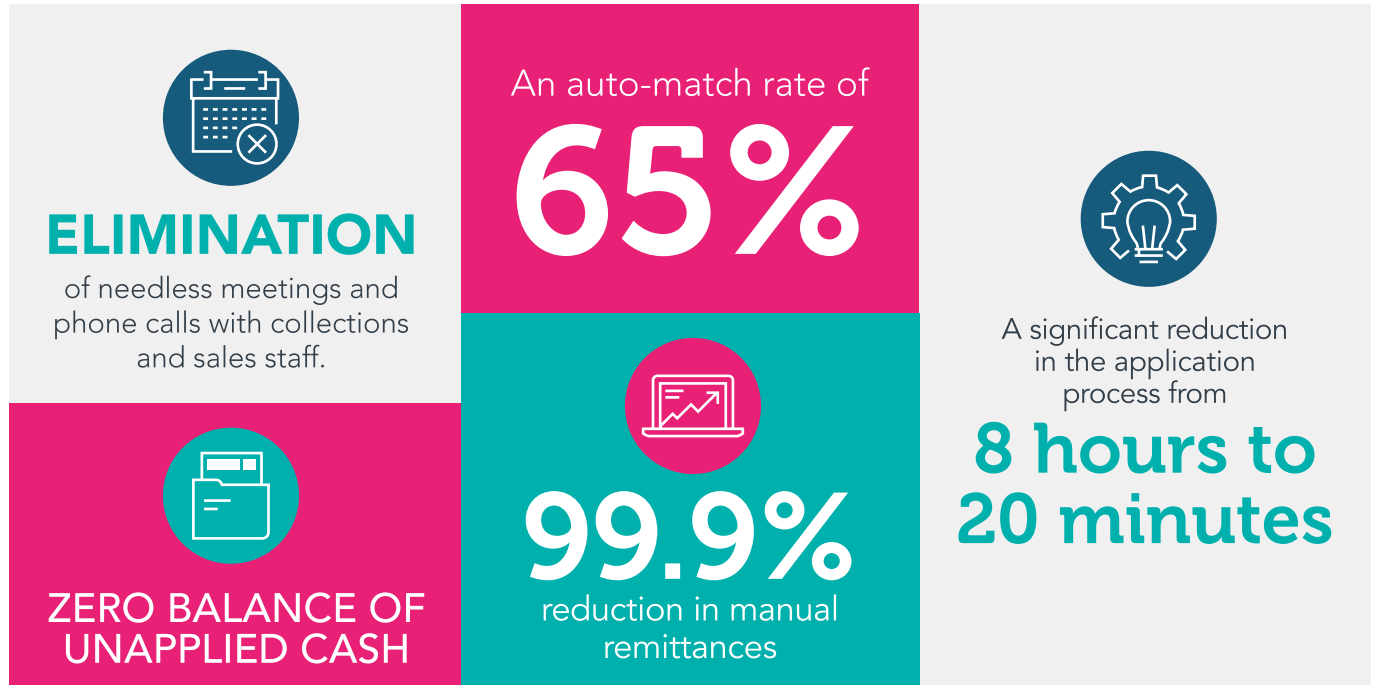
**Click here** to learn more  
about Rimilia's cash  
application solution.

## How they Flourished

### With Rimilia Cash

Today, cash application is no longer a burden on the finance team. The entire process takes less than 20 minutes for one individual to complete. The company virtually eliminates all unapplied cash by 10am each day.

Loomis was able to achieve the following with Rimilia Cash:



### With Rimilia Collect

Rimilia Collect provided immediate value to the organization. Within three months of implementation, collections events decreased more than 50% and promise-to-pay increased by 11%. Credit controllers had better insight for prioritizing customers, along with more productive and efficient methods for follow up. With more time, the team now focuses on enhancing the organization and improving the customer experience.

Loomis has achieved the following with Rimilia Collect:



## Efficiency

Removal of non-value-add tasks, with intelligent automation to process customer payments and collection activities, which allows people to focus on value-add tasks.

## Effectiveness

Understand each customer to drive optimum cash collections whilst tracking behaviours to increase working capital, improve aged debt and reduce bad debt provisions.

## Experience

Understand financial relationships and gain insight into each individual customer, allowing you to treat them fairly each time and align the best collection path.

### Why Rimilia?

Achieve up to

# 30%

reduction in bad debt provision



## INCREASE

productivity and staff motivation



Understand and  
**predict**

when customer behaviour becomes a threat or an opportunity



## Unlock

working capital

Make  
**smarter**  
decisions based  
on accurate, real  
time data



## REDUCE

debtor days



### Trusted, support and associated with:



**Make smarter, more accurate finance and credit decisions with Rimilia.**